



DEPARTMENT OF THE AIR FORCE  
WASHINGTON DC



OFFICE OF THE ASSISTANT SECRETARY

21 APR 1998

MEMORANDUM FOR HQ AFMC/CC

FROM: SAF/AQ  
1060 Air Force Pentagon  
Washington, DC 20330-1060

SUBJECT: Acquisition Reform Workshops on Cost as an Independent Variable (CAIV) and Federal Acquisition Regulation (FAR) Changes

Last year we instituted mandatory training for our key acquisition personnel on the best practices identified under Lightning Bolt 10. This training was successful in rapidly instituting the streamlined approaches to the acquisition process. This year we have identified several additional areas of change that deserve the same level of attention—CAIV, FAR Part 12, and the recent rewrite of FAR Part 15. Workshops have been developed for all three topics and are ready to be offered in time for Acquisition Reform (AR) Week 98.

The workshop on CAIV has been developed by the CAIV Support Team at HQ AFMC/AQ. The formation of this team was an action from the July 1997 CAIV Conference and the senior working group on CAIV at the August 1997 AQ/XO Offsite. Through this process, our senior-level leadership recognized the importance of the CAIV philosophy of cost-performance trades based on total life-cycle cost to achieving a modernized Air Force. This workshop has been deployed to each of the Center Acquisition Support Offices (RFPSOs & PASOs).

Workshops on FAR Part 12 and FAR Part 15 have been developed by HQ AFMC/PK and SAF/AQC. The workshops on FAR Part 12, Acquisition of Commercial Items, are an overview of the commercial item decision process with recent examples. The FAR Part 15 (Contracting by Negotiation) workshop covers recent changes in communication with offerors, competitive range determination and best value. This workshop has been deployed to the Center Acquisition Support Offices as well. Many of our acquisition personnel have already completed training in these areas and we don't intend for them to re-accomplish it. The acceptable substitutes are as follows:

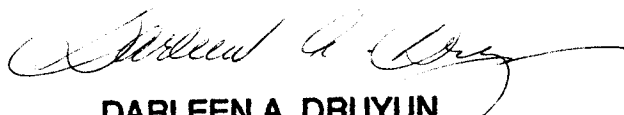
FAR Part 12

AFMC Commercial Item Pricing Training  
AFMC Market Research and Commercial Acquisition Workshop  
NCMA National Education Seminar: Workshop on FAR Part 12

FAR Part 15

## NCMA National Education Seminar: FAR Part 15

This training is mandatory for acquisition personnel involved in the development and/or execution of the acquisition process. I would like your command to complete this mandatory training by April 1999. I thank you for your continuing support of our efforts to improve the acquisition process.



**DARLEEN A. DRUYUN**  
**Principal Deputy Assistant Secretary**  
**(Acquisition & Management)**

cc:

All DACs

All PEOs

HQ AFMC/AQ/CE/DO/DP/DR/EN/FM/JA/LG/PK/XP

AEDC/CC

AFDTC/CC

AFFTC/CC

AFRL/CC